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Small Business Week 2005 Nominations Due by December 3

The SBA is looking for a small business owner who will become the **Massachusetts 2005 Small Business Person of the Year**. The state winner will go on to compete for National Small Business Person of the Year at SBA Expo 2005 in Washington, D.C. Larry O'Toole, president of Gentle Giant Moving Co., Inc., the Massachusetts 2004 winner, finished second in the national competition last year.

Another high profile award is the **Jeffrey H. Butland Family-Owned Small Business of the Year**, named in honor of SBA's recently-deceased New England Regional Administrator. This award honors a family owned and operated small business which has been passed on from one generation to another. Nominees must also serve as a majority owner and operator or bear principal responsibility for operating a small business with at least a 15-year track record. The winner of this award will compete with the winners from the other New England states for regional awards and the New England winners will go on to compete for national recognition.

Other small business awards include: **Small Business Exporter** and **Young Entrepreneur of the Year**. The Young Entrepreneur award is reserved for any individual who serves as a majority owner and operates or bears principal responsibility for operating a small business with a three year track record, and who will not have reached the age of 30 by June 1, 2005. (continued on page 2)

SBA Recognizes Partners on November 17



Massachusetts District Director Mark S. Hayward presented the top SBA lenders and resource partners with awards at the quarterly partners' meeting in Boston on November 17, 2004. Front row (left to right) Anina Butler, CIT Small Business Lending, Scott Cote, Pentucket Bank, Anne Cerami, Banknorth, Pete Kaznoski, Eastern Bank, Maureen DeMacedo, Rockland Trust, Gretchen Dock, CWE, Joan Medeiros, Fall River Five, Jennifer Williams, CWE, SBA District Director Mark S. Hayward. Back row: Bill Ryan, Greylock Federal Credit Union, John Berton, Bank of America, Tom Mortimer, Pentucket Bank, Niels Fischer, SCORE, Ryan Dunn, Enterprise Bank & Trust, John Mannion, South Shore Savings Bank, Dave King, Bay Colony Development, Mike Savage, Rockland Trust, Maria Gooch Smith, SEED Corp., Gary Heidel, Citizens Bank.

Small Business Week 2005 Nominations (cont'd from front)

Calendar of Events

Overview of SBA Programs and Services

12/8: North Shore Career Center of Lynn, 181 Union Street, Lynn, 11:00 a.m. – 1:00 p.m. Contact: David Polatin at 617-565-5562.

11/30: SBA office in Boston 10 Causeway St, Room 265, Boston, 10:00 - 11:30 a.m.. Contact: Anna Outerbridge at 617- 565-8510

12/14: SBA office in Boston 10 Causeway St, Room 265, Boston, 10:00 - 11:30 a.m. Contact: Anna Outerbridge at 617- 565-8510. The two workshops listed above are also available via **Webconference** at: Phone Number: 866/740-1260 -

Access Code: 3010101
Website: www.readytalk.com

SBA Days– Call to make an individual appointment to learn about SBA programs and services on the following dates and locations:

12/10: Brockton 21st Century, 144 Main Street, Brockton, 2:00 – 5:00 p.m. Contact: Donna O'Connor at 617-565-5607

IRS/SBA Workshop

Third Party Payer Workshop
12/17: Learn about third party payers and independent contractors from an IRS Senior Tax Specialist.
Contact: Anna Outerbridge at SBA at 617-565-8510

Go to: www.sba.gov/ma/ click on "Training Calendar" for a complete listing of training opportunities.

SBA will also honor small business advocates with *Champion awards* in the following categories: **Financial Services, Women in Business, Small Business Journalist, Veteran Small Business Champion and Home-based Business Champion.**

Complete packages are due by December 3, 2004. See <http://www.sba.gov/ma/sbw05nominations.html> for details on the 2005 awards. Contact Joan Trudell at 617-565-5572 or joan.trudell@sba.gov.

New Census Export Regulations

By Paula Murphy, Director, Massachusetts Export Center

In early 2005, the U.S. Census Bureau is expected to implement a long-awaited overhaul in reporting requirements for exporters. The implications of these changes will be far-reaching, affecting all exporters, freight forwarders and other parties involved in export transactions.

Those businesses that are not prepared for these changes may find themselves subject to fines and increased scrutiny from government authorities involved in enforcing export regulations. Though the final rule has not yet been posted in the Federal Register, several details of the new regulations are already known: 1) The Shipper's Export Declaration (SED) will cease to exist and exporters will be required to submit their Electronic Export Information (EEI) using the Automated Export System (AES); 2) There will be a significant increase in penalty provisions for non-compliant exporters and freight forwarders; 3) The enforcement authority will be broadened beyond the Census Bureau to include the Office of Export Enforcement (Bureau of Industry and Security) and U.S. Immigration and Customs Enforcement (Department of Homeland Security).

Though the exact date of implementation of the new rule is unclear, it is expected to be in early to mid 2005. Rather than waiting for the final rule to be posted, exporters should be acting now to ensure a smooth transition under the new regulations. To assure compliance, exporting companies should be educating their staff, not only on AES, but all aspects of export regulatory compliance as there will be increased enforcement in all areas. Those companies planning on filing their Electronic Export Information (EEI) directly via AES should register online at www.aesdirect.gov to obtain certification now. Lastly, companies should screen their freight forwarders to ensure that they are vigilant in reviewing export documentation before submitting to the government, as erroneous information may cause penalties for both the exporter and the forwarder. Companies following these steps should have little or no problem in meeting the challenges ahead with next year's regulations.

For assistance with export regulatory compliance and other exporting issues, contact the Massachusetts Export Center at 617-973-8664 or visit their web site at www.mass.gov/export. The Massachusetts Export Center, hosted by the University of Massachusetts Amherst and part of the MSBDC International Trade Program, has four offices which are strategically located throughout the state to assist companies on a local level. The Boston office serves as headquarters, with additional offices in New Bedford, West Springfield and Westborough. Through the Massachusetts Export Center, companies can access a broad range of export assistance and services.



Shop for Unique Holiday Gifts at CWE's Winter Marketplace in Worcester

Come support women-owned businesses assisted by CWE on 12/9 from 2:00 – 8:00 p.m.

Shop from a wide variety of products and services offered by over seventy established women-owned businesses, including exotic jewelry, fine Brazilian linens, and high fashion "wearable art," handcrafted baskets, and many other interesting gift ideas. Enter the raffle to win items including a 6-person dinner at Union Station The Restaurant (a \$750 value) and Beeboo Baubles necklace (a \$220 value).

In addition to the Winter Marketplace, CWE will honor its *Volunteer of the Year*, Shari Worthington, owner of Telesian Technology. Each year CWE takes the opportunity to thank their generous volunteers and honor an outstanding volunteer who has given valuable assistance to clients developing their businesses. Contact Paula Castillo at 508-363-2300 for details about the Winter Marketplace and the speaking program, or visit www.cweonline.org for more information.

Schedule Onsite Training

Contact the SBA to schedule onsite training at your bank. Contact Jean Sawyer at 617-565-8514 to schedule lender training or an SBA Day at your bank. Call Attorney Mary Russell at 617-565-8411 to train your legal staff on SBA closing procedures.

Quarterly Lender Workshops

SBA 101 is offered at the Massachusetts District Office in Boston on the first Wednesday of every quarter.

A workshop covering the basics of liquidating an SBA loan is presented at the same location on the same date in the afternoon. Call Joan Barnes at 617-565-5605 or email her at joan.barnes@sba.gov to register for these workshops. The next Boston workshop is on 1/5/05.

Links for lenders

www.sba.gov/banking - a one-stop site which includes information on SBA loan programs, policy notices, standard operating procedures and more.

New SBAExpress Lenders

South Shore Co-operative Bank
Westfield Bank

Veterans' Showcase

On November 12, 85 veteran business owners attended the *Veterans' Showcase* sponsored by the SBA and GSA in Boston at the Tip O'Neill Federal Building. This event gave veteran-owned businesses an opportunity to market their products and services to 15 representatives from federal procurement agencies. These representatives make the buying decisions for the government.

The group also heard Bill Picard, founding president and member of the Northeast Veteran-Owned Business Network, president of Worcester-based Advanced Environmental Services, and SBA's 2004 Massachusetts Veterans Small Business Champion, speak about doing business with the government.



SBA Lead Economic Development Specialist David Polatin addresses the group.

New Report Outlines State Of Small Business *The Small Business Economy, 2004* Is Latest In Annual Series

The SBA's Office of Advocacy recently unveiled a major new federal government report, *The Small Business Economy, 2004*, which outlines the state of small business and its contributions to the economy. This report, the latest in an annual series, analyzes 2003 data.

"In 2003, the overall economic indicators improved as the economy gained momentum," said Office of Advocacy Chief Economist Dr. Chad Moutray. "Small businesses led the way. However, continued strong economic growth will require an environment that fosters more entrepreneurial activity."

The comprehensive report examines the role small business plays in the economy. It focuses on economic trends and indicators, regulatory issues at the federal, state, and local levels, innovation and technology transfer, as well as federal government procurement and small business financing data. To read the full report go to: http://www.sba.gov/advo/stats/sb_econ2004.pdf.

Springfield SCORE Provides Good Advice

In July 2002, Banknorth contacted the Springfield SCORE Chapter to ask that one of their counselors review the business plan Alice Nascimento had created to obtain the financing she needed to purchase a Subway Restaurant franchise in Westfield.

SCORE®
Counselors to America's Small Business

Not one, but three SCORE counselors - Walter Pastuszak, Bill McCollough and Gerry Cormier - met with Ms. Nascimento to help her fine tune her plan. Her hard work and their advice, led to a \$132,000 SBA-backed loan from Banknorth which enabled Ms. Nascimento to open a Subway Restaurant at 24 Main Street in Westfield.

According to Ms. Nascimento the business is thriving and she is managing to have fun in the process. The Springfield SCORE Chapter is augmented by branch locations in Greenfield, Northampton and Pittsfield. For information about how to obtain free business counseling or to learn about Springfield SCORE's *Business Plan* workshop or *How to Start Your Own Business* workshop, call 413-785-0314 or visit www.springfieldscore.org.

Success Stories

If you or some one you know, have been in business for at least three years and have increased sales and # of employees with SBA financial or technical assistance, contact Joan Trudell at 617-565-5572 or joan.trudell@sba.gov

Stories will be marketed to targeted media outlets, posted on the SBA Website, and included in the SBA District Office newsletter. Visit: www.sba.gov/ma/success_stories.html to view previous stories.

Massachusetts Resource Guide available online at www.sbaguides.com Choose *Massachusetts* in the "Choose a District" drop down menu to obtain the guide.

Boston Yarn Store Discovers Knitting and Sports Intertwined

By Kate Hoagland, Programs Associate, Center for Women & Enterprise

On a fall morning, Jean Sullivan of Nantucket marched urgently into Newbury Yarns. "Have you heard? Curt Schilling's wife is making Red Sox scarves!"

Amidst colorful patchwork shelves of soft pastel kid mohair, rose Jaeger natural fleece, fluffy dyed blue wool, Newbury Yarns owner Aldrich Robinson patiently showed Sullivan combination after combination of skeins and exotic fibers from far flung locals like New Zealand and Japan to match the legendary baseball team's colors.

As Sullivan left inspired to recreate the Schilling scarf, Kay Dann of California walked in eager for help in fixing her burgundy bamboo fiber shawl, its stitches tangled while she watched the World Series the night before.

Sports and knitting have always gone hand in hand for Aldrich Robinson, owner of Newbury Yarns, a new high-end specialty knitting shop on stylish Newbury Street. Born in Jamaica, Aldrich moved to England in the 1970s where she raised her two children while taking on part-time work designing and knitting the sweaters for the local cricket team. Emigrating to the U.S. and settling in Dorchester, MA in the 1980s, Aldrich decided her hobby of "making a garment with two sticks and a string," could be profitable. Yet, the downtrend in the knitting industry and expensive store leases forced Aldrich to postpone her dream of opening a business.

That all changed with the recent industry boom. Celebrity knitters like Julia Roberts and Kathy Lee Gifford led the way with their stylish handmade scarves, conveying to multiple generations that today's knitting circle is not your grandma's sewing bee. The handicraft's repetitive pattern has made it an attractive addition in multiplication lessons for elementary students and a soothing activity in counseling groups. Fiber manufacturers have replaced the meager selection of the 1960s with an abundance of unique novelty fibers of all textures, colors and sizes, meeting the growing demands of Generation Xers who now flock to knitting circles.

Encouraged by the industry upswing and determined to finally transform her love of knitting into a high-end specialty shop, Aldrich turned to the Center for Women & Enterprise (CWE) for counsel. During a 6-week business planning course, Aldrich was introduced to CWE's legal and marketing consultants who reviewed her business plan and legal contracts to help her find the perfect location. On July 3, 2004, six months later, Newbury Yarns opened its doors. "To know the industry is not enough, there's so much more to business," says Aldrich. "At CWE I found professional guidance I can go by, it's like having a big sister."

Aldrich encourages her Newbury Yarns clientele to partake in a full sensory experience while visiting - from touching and testing the fibers to learning how to make designer wearables in the shop's evening classes. Knitters often sit at an antique table comparing projects and stitches by the natural light of a large bay window.

The most common conversation? "I get a lot of knitters that are into sports," says Aldrich, "many customers purchase yarn to stitch just in time for the Red Sox or now the hot seasonal Patriots game." And for a sports-savvy city, that means a never-ending demand for skeins of red, white, and blue.

Newbury Yarns is located at 164 Newbury Street, Boston, MA. Newbury Yarns can be reached at 617-572-3733 or newbury_yarns@hotmail.com.



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Massachusetts Lender Ranking – 10/1/04 – 10/31/04

	Lender Name	Gross Amount	Loans
1	CITIZENS BANK	\$4,927,900.00	113
2	FLEET NATIONAL BANK	\$979,500.00	28
3	CAPITAL ONE, FEDERAL SAVINGS BANK	\$645,000.00	16
4	BANKNORTH, NATIONAL ASSOCIATION	\$3,243,800.00	10
5	SOVEREIGN BANK	\$371,000.00	10
6	BANK OF WESTERN MASSACHUSETTS	\$779,900.00	9
7	SOUTH SHORE SAVINGS BANK	\$427,000.00	7
8	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$265,000.00	5
9	DANVERS SAVINGS BANK	\$817,000.00	4
10	UPS CAPITAL BUSINESS CREDIT	\$2,585,000.00	4
11	CIT SMALL BUSINESS LENDING CORPORATION	\$1,805,000.00	3
12	HERITAGE CO-OPERATIVE BANK	\$675,000.00	3
13	LEGACY BANKS	\$105,000.00	3
14	BRANCH BANKING AND TRUST COMPANY	\$1,920,000.00	2
15	CHARTER ONE BANK, NATIONAL ASSOCIATION	\$350,000.00	2
16	EASTERN BANK	\$62,000.00	2
17	ENTERPRISE BANK AND TRUST COMPANY	\$50,000.00	2
18	FALL RIVER FIVE CENTS SAVINGS BANK	\$61,500.00	2
19	INDEPENDENCE BANK	\$280,000.00	2
20	LAWRENCE SAVINGS BANK	\$350,000.00	2
21	MIDDLESEX SAVINGS BANK	\$225,000.00	2
22	NORTH MIDDLESEX SAVINGS BANK	\$489,500.00	2
23	WACHOVIA SBA LENDING, INC.	\$1,130,900.00	2
24	WEBSTER BANK, NATIONAL ASSOCIATION	\$240,000.00	2
25	WESTBANK	\$169,500.00	2

For complete listing, go to: <http://www.sba.gov/ma/loanvolume05.html>

SBA and the National Urban League Join to Promote Entrepreneurship

The SBA and the National Urban League have entered into a new partnership. This collaboration is prompted by the Urban Entrepreneur Partnership (UEP), an innovative public-private initiative announced by President George W. Bush on July 23, 2004 in Detroit.

“The Administration will undertake a unique association with the NUL to create an entrepreneurship network that will include one-stop centers for business training, counseling, financing, and contracting in historically neglected and economically underserved urban areas,” said SBA Administrator Hector Barreto. “We want to extend prosperity to all parts of America.”

Business sessions, executed through a cosponsorship between the SBA and the NUL, will take place at each of the five NUL locations around the country which are the centers for the UEP. An estimated 10,500 small businesses are expected to be assisted over the course of the Partnership, which can be expanded throughout the NUL’s 105 local affiliates.

The SBA will provide technical assistance, counseling and education at these business sessions and will help to promote them through local SBA district offices and the Web. The agreement will remain in effect through September 30, 2006.

